



**Title:** Account Executive, Business Development

**Department:** New Jersey Devils Ticket Sales & Service (Harris Blitzer Sports & Entertainment)

**Reports:** Director, Ticket Sales

**Primary Location:** Prudential Center (Newark, NJ)

**Position Summary:** The New Jersey Devils seek a self-starter who will be responsible for generating new ticket sales revenue and managing existing ticket sales accounts. With a primary focus on driving revenue for the New Jersey Devils of the National Hockey League (NHL), it will be the Account Executive's responsibility to develop strong relationships with leaders of the business community in the Greater New York and New Jersey areas while providing excellent customer service through customized communication and tailored benefits to match the needs of the customer.

Widely regarded as one of the top sales programs in the sports business, the New Jersey Devils Account Executive, Business Development position provides sports business executives with the opportunity to learn the business side of professional sports from the top leaders in the sports industry.

#### About HBSE

Harris Blitzer Sports & Entertainment (HBSE) owns and operates the Philadelphia 76ers (NBA), New Jersey Devils (NHL), Prudential Center, GRAMMY Museum Experience Prudential Center, Delaware Blue Coats (NBA G-League), Binghamton Devils (AHL), 76ers Gaming Club (NBA2K), Sixers Innovation Lab Crafted by Kimball, and renowned esports franchise, Team Dignitas.

Led by one of the industry's most decorated and well-respected sports business executives in CEO Scott O'Neil, Harris Blitzer Sports & Entertainment is owned by an investor group led by Managing General Partners Joshua Harris and David Blitzer. HBSE has attracted the industry's top leadership talent from the NBA, NFL, NHL, MLB, MLS, and NCAA, resulting in one of the most exciting, rewarding, and dynamic work environments within the entire sport industry.

#### Responsibilities

- Generating new ticket sales through cold calling, networking, video and face-to-face appointments
- Sell a full-menu of HBSE product offerings with a focus on New Jersey Devils full season memberships, partial plans, group events, and single-event suite rentals
- Work New Jersey Devils home games at Prudential Center to host new business prospects and established clients
- Develop and maintain good-working relationships with both internal and external clients
- Prospect and cultivate new sales leads through creative lead generation approaches
- Meet and exceed established monthly and annual sales objectives and revenue goals
- Identify business opportunities by establishing professional and personal networks, proactively soliciting and following-up on any sales leads and representing the New Jersey Devils and Philadelphia 76ers at assigned functions
- Ensure customer data and profile requirements are accurately and completely detailed for defined accounts in CRM system
- Work assigned sales, promotional and team events during games and outside normal business hours
- Perform other duties and responsibilities as assigned

#### Minimum Qualifications

- A minimum of 8 months experience as a top sales producer, preferably in the sports & entertainment industry
- A degree or diploma in business, communications, marketing, sports management or related field
- Strong knowledge and passion for a long-term career in the revenue-generating segment of the sports business
- Team player with the ability to handle multiple assignments in a fast-paced environment
- High comfort level making cold calls and consistent outbound sales efforts
- Strong time management and organizational skills
- Excellent written communication skills
- Demonstrated ability to work independently and to self-motivate
- Flexible and creative problem-solving skills
- Preferably possesses a database of qualified corporate prospects
- Flexibility in working extended hours including nights, weekends, and holidays as required